SWIFT

Niagara Region Presentation
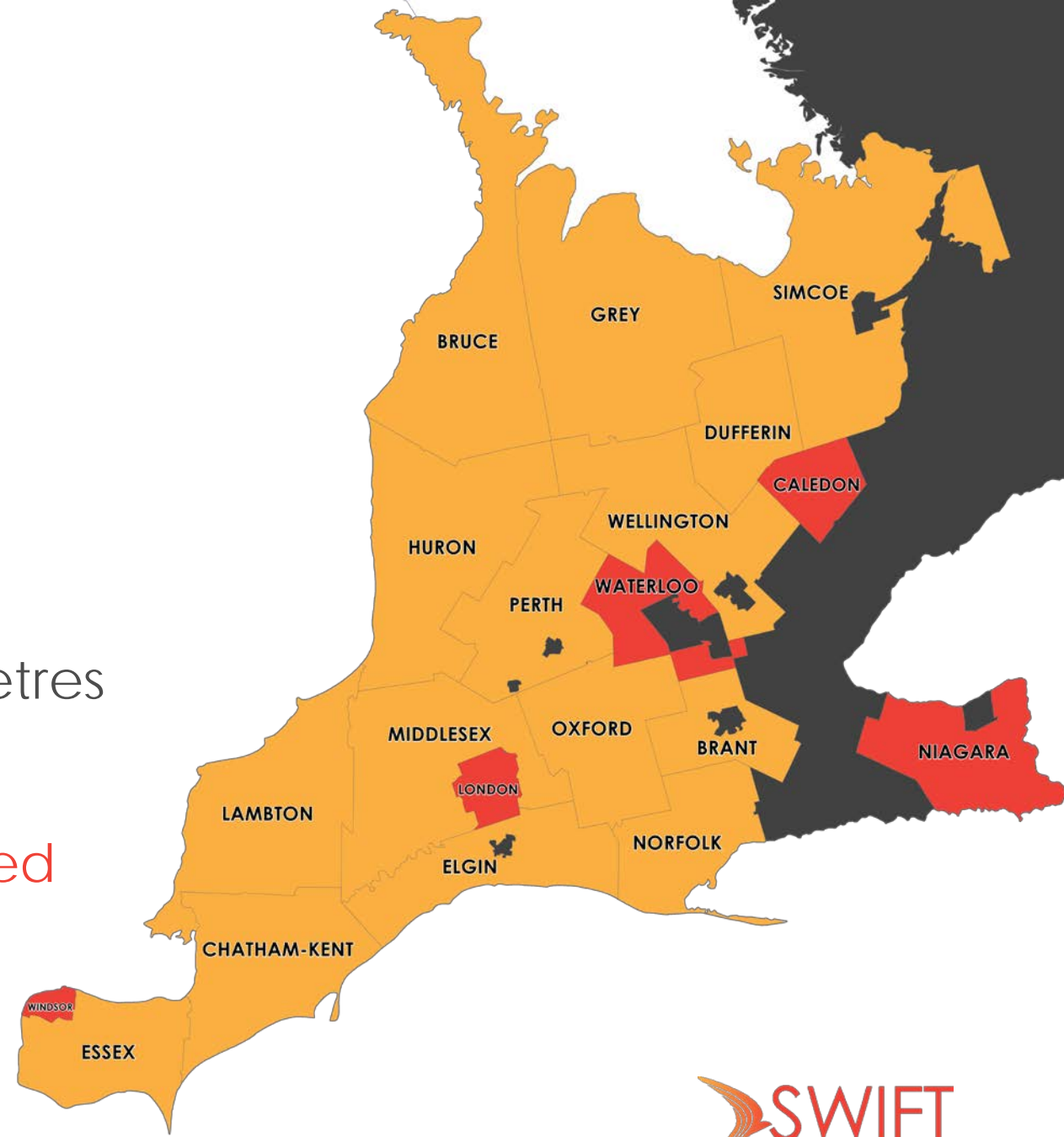
Video Conference

August 13, 2020

THE SWIFT REGION

- 15 WOWC Members
- 5 Contributing Members
  - Caledon, Niagara, Waterloo, London, Windsor
- 221,000 underserved premises
- 41,000 underserved road kilometres
- 504,000 underserved residents
- $2.6B cost to fibre all underserved areas…we have $209M

WOWC Members   Capital Contributing Members

SCF Project Phases

Start-Up 2014-16	Phase 1 2017-18	Phase 2 2019-21	Phase 3 2020-23
	CA1	CA2	CA3

- SWIFT is funded under the Small Communities Fund (SCF)

- 3 Phases have been defined and relate to 3 Contribution Agreements with the province

- 3 Phases

  - Phase 1 (CA1) – Business Case Development (Complete)
  - Phase 2 (CA2) – Projects in Norfolk, Wellington and Lambton (In Progress)
  - Phase 3 (CA3) – Remaining SCF and non-SCF Projects (In Progress)

- Start-Up took longer than anticipated but all provincial and federal concerns have now been addressed and funding is now secure, changes have been made at SWIFT, and projects are moving forward

- Phase 2 (Pilot) Approval
  - May 2019
- Pilot Procurement / Prov. Reports
  - May-Nov
- Phase 3 Approval
  - March 2020
- Phase 3 Procurement
  - March – Dec 2020

Niagara Region

CURRENT SITUATION

	Total	Underserved	%
Road KMs	4,734	2,585	55%
Parcels	134,851	17,556	13%

- ~6.8 premises/km in underserved areas
- ISPs are typically not going to serve these areas without subsidy
- WISPs may target some areas, but service is typically spotty and unreliable
- ~$168M to fiberize all underserved roads in Niagara (we have $13.3M)

Budget and KPIs

- Capital Contribution

Gross Contribution	$1M

- Project Budget

Fed/Prov Contribution	$8.9M
ISP Contribution	$4.4M
Budget Project Total	$13.3M

13.3x

- KPI Targets (from CA3)

Premises Passed	3,122
Fibre KMs	172

PROCUREMENT STATUS

- RFP Issued 23-Mar-20

- RFP Closes 23-Oct-20

- Evaluation and contract awards expected by mid-December

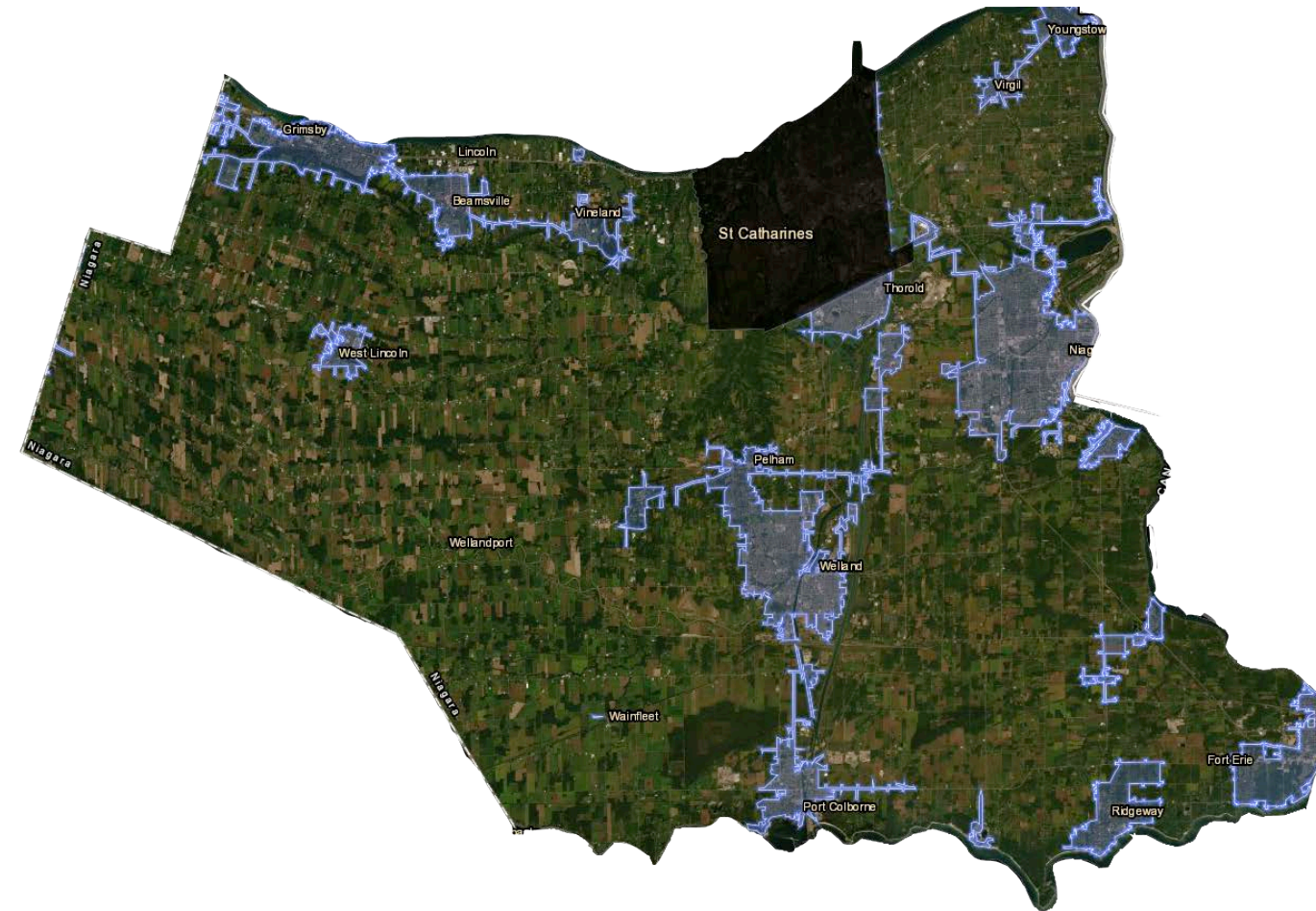- Province to make announcements following award of contracts

PROCUREMENT

- Small Communities Fund is focused on 50/10 service, not technology choices
- Technologies
  - FTTH
  - HFC
  - DSL
  - Wireless Broadband
- Preference given to 'scalable' technologies

SWIFT is technology agnostic and will allow bids that include any 'standards-based' technologies so long as they meet the 50/10 target

PROCUREMENT APPROACH

- Anonymized 50/10 service coverage provided by SWIFT

- Areas with current 50/10 service are ineligible for funding

- ISPs provide proposals in eligible areas (SWIFT does not prioritize one area over another)

- SWIFT Evaluation Committee will evaluate proposals focusing on outcomes (most premises passed and kilometres of fibre per funding dollar)

- Board Procurement Advisory Committee (PAC) validates / approves

Ineligible Area – Not eligible for SCF Funding

Served Area – Not eligible for SCF Funding

Staff Evaluation Team

- Evaluation based on pre-determined criteria

- Team Members (equal weight)
  - SWIFT Technical Manager
  - SWIFT Operations Manager
  - SWIFT Finance
  - Municipality Member (Stuart Hendrie)

Proposal evaluation and contract awards to be approved by SWIFT board of directors Procurement Approval Committee (PAC)

Key Messages

- Niagara receiving minimum 13.3x multiplier on contribution

- SCF funding does not allow us to dictate fibre-only projects (must be technology agnostic)

- SWIFT project is targeting 22% of premises in Southwestern Ontario but will not solve the whole problem

- Municipalities should push for their share of CRTC Fund and Universal Broadband Fund and should support all ISP proposals in their area

- Expect Niagara projects to start construction in 2021